FSC-170-A	10/9/96

SUBJECT: Carton Contract Discontinuation Letter

Response Required? X Yes

Date Required: October 28, 1996

DISTRIBUTION:

X	AVP	X	KAM	___	DM
X	RSM	X	AM	___	RM
X	RBM	X	Reg.Mil./DF Mgr.	___	MIL
X	ROM	X	AE	___	DF
				___	REP

Objective: Identify Carton Outlet key players whose contracts will not be discontinued.

Rationale: Due to the need to reduce the existing contracted Carton Outlet Universe, a letter will be sent out notifying accounts of a December 31, 1996, discontinuation of existing contracts. The contracts for approved, identified chains will be left in the system. This will prevent the need to re-enter the contractual information for these selected chains.

- Please identify the carton chains by region/account executive. Criteria is as follows:
- Carton Outlet chains where we have longer term contractual agreements that extend beyond January 1, 1997. (I.E. special contract arrangements)
- Submit the identified chains in the following format (one list per region):

Chain ID	Chain Name	Current Contracts In Effect

Please return the listing of accounts to your appropriate national merchandising manager. The combined list will be reviewed with the AVPs prior to arrangements being completed with information resources.

Please submit list on or before October 28, 1996 !

During the second week of November a letter will be mailed to all contracted Carton Outlet accounts advising them of our intentions. This should provide you with sufficient lead time to contract your key carton customers to prevent any misunderstandings. A copy of the contract cancellation letter is attached for your review.

Program Contacts: John Boehm, extension #2040
Bill Duffy, extension #5776
Rich Pettorini, extension #1052
Scott Steen, extension #7149

R. J. REYNOLDS TOBACCO COMPANY

Attachment

51859 8153

Source: https://www.industrydocuments.ucsf.edu/docs/lkwn0000